

Message Text

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PAGE 01 JIDDA 05411 231209Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
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R 231120Z JUL 78
FM AMEMBASSY JIDDA
TO USDOC WASH DC
INFO SECSTATE WASHDC 2803

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E.O. 1652: NA
TAGS: BTIO, BEXP, BBSR, SA
SUBJECT: NATIONAL HOMES INQUIRY

REF: USDOC 12945

1. RECENT DISCUSSION PRIOR TO RECEIPT REFTEL WITH SAWARY CO. OF JIDDA WHICH REPRESENTED NATIONAL HOMES (NH) REVEALED THAT LOCAL FIRM IS MIFFED NOT ONLY BECAUSE OF OVERPRICING BUT CARELESS SUPPLY OF AIR CONDITIONER PARTS SUCH AS FLOOR AND WALL VENTS SUBSTITUTED FOR CEILING VENTS, ERRONEOUS AND COSTLY MIS-SHIPPING, IN 1976, USING REGULAR VESSEL INSTEAD OF RO-RO AS SPECIFIED AND AGREED, BY-PASSING AGENT IN ATTEMPT MAKE DIRECT SALES IN KINGDOM, ERRONEOUS DESIGN OF AIR CONDITIONING SYSTEM, PACKING PARTS FOR 20 HOUSES IN 20 CONTAINERS SO EVERY ONE HAD TO BE OPENED TO COMPLETE ONE HOUSE, AND CAVALIER TREATMENT TO ONE OF MOST PRESTIGIOUS MERCHANT FAMILIES, THE SULAIMAN GROUP, IN SAUDI ARABIA.

2. FAILURE OF NATIONAL HOMES OFFICIALS TO RESPOND IN ACCEPTABLE MANNER TO SAUDI FIRM'S PROTESTS HAS RESULTED IN ACTION BY FIRM TO GET NH BROWNLISTED. HEAD OF FIRM HAS ADVISED US THAT SULAIMAN GROUP WILL PRESENT CASE TO MINISTRY OF COMMERCE. IF SUCCESSFUL, NATIONAL HOMES COULD BE BANNED FROM DOING BUSINESS IN KINGDOM.
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ALSO, ALL FOREIGN FIRMS NEED AGENT TO BID ON SAG GOVERNMENT TENDERS, ACCORDING TO JANUARY AGENCY LAW. FIRM CANNOT GET ANOTHER AGENT UNLESS SAWARY GIVES WRITTEN RELEASE.
WEST

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Expiration:
Film Number: D780302-0709
Format: TEL
From: JIDDA
Handling Restrictions: n/a
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Legacy Key: link1978/newtext/t19780729/aaaaaypm.tel
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Litigation Codes:
Litigation History:
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Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
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SAS ID: 1913282
Secure: OPEN
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Subject: NATIONAL HOMES INQUIRY
TAGS: BTIO, BEXP, BBSR, SA
To: COM
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